



## STATE OF UTAH CONTRACT

Amendment # One to Contract # 05-9125

TO BE ATTACHED TO AND MADE A PART OF the above numbered contract by and between the State of Utah

|                              |               |                     |          |                          |          |
|------------------------------|---------------|---------------------|----------|--------------------------|----------|
| Department of Transportation |               | Proc./Central Shops |          | referred to as STATE and |          |
| Agency                       |               | Division            |          |                          |          |
| A G Body Inc                 | 10965B        | John P Leroy        |          |                          |          |
| Company Name                 | Vendor Number | Contact Person      |          |                          |          |
| P O Box 27755                | Salt Lake     | UT                  | 84104    | (801)                    | 975-0400 |
| Address                      | City          | State               | ZIP Code | Phone #                  |          |

referred to as CONTRACTOR

THE PARTIES AGREE TO AMEND THE CONTRACT AS FOLLOWS:

- The **contract period** is amended
  - from: N/C (Original starting date)
  - to: N/C (New ending date)
- The **dollar amount** of change to the contract for this amendment is: \$ N/C.
- The **total contract amount** is now changed:
  - from: \$ N/C (current contract amount)
  - to: \$ N/C (current contract amount +/- amendment amount)
- Other changes** to the contract include: new unit price of \$37,789.00 DR 6/28/06

The contract now reads:

The contract is amended to read:

See attached documentation. Requirements contract, unit price is now \$37,789.00 per unit.

5. **Effective Date of Amendment:** 29 - March - 2006

All other conditions and terms in the original contract remain the same.

IN WITNESS WHEREOF, the parties sign and cause this contract to be executed.

**CONTRACTOR**

John P. Leroy 6/28/06  
Contractor's Signature Date

John P. Leroy  
Contractor's Name

Secretary  
Title

Paul Rottmann 965-4078  
Agency Contact Person Phone #

**STATE OF UTAH**

Tracie Montano June 27, 2006  
Tracie Montano, Procurement Manager Date

DPH  
Director, Division of Purchasing Date

CONTRACT RECEIVED AND PROCESSED BY  
DIVISION OF FINANCE JUL - 3 2006  
Director, Division of Finance Date



www.agtruck.com

1220 South Legacy View Street Salt Lake City, UT 84104 Phone (801) 975-0400 Toll Free (800) 345-0827

March 10, 2006

Mr. Paul Rottman  
State of Utah  
Department of Transportation  
Box 145350  
Salt Lake City, UT 84114-5350

Re: Price increase for agency contract # 059125 – Trailer Mounted Oil Distributor

Dear Mr. Rottman,

Due to manufacturer's price increases, we are requesting an increase of \$2,779.00 on the above referenced contract resulting in a total contract price (with options) of \$37,789.00.

If you should have any questions or require any additional information, please contact me at 975-0400, or by e-mail at [jpl@agbody.com](mailto:jpl@agbody.com).

We appreciate the State of Utah's business and look forward to continuing our partnership in the future.

Sincerely,

John P. LeRoy  
AG Truck Equipment Co.

CC: Steve McCarthy – UDOT Equipment Operations  
Jeff Casper – UDOT Equipment Operations

1220 South Legacy View Street  
Salt Lake City, UT 84104  
801-975-0400  
Fax 801-975-7567

**AG Body Inc.**

# Fax

**To:** Jeff Casper

**From:** John LeRoy

**Fax:** 965-4021

**Pages:** 8

**Phone:**

**Date:** 3/27/2006

**Re:**

**CC:**

☐ **Urgent**    ☒ **For Review**    ☐ **Please Comment**    ☐ **Please Reply**    ☐ **Please Recycle**

Jeff,

Here is some information on the requested price increase from Etnyre. Let me know if this will suffice or if you need additional information.

John



ESTABLISHED 1898  
INCORPORATED 1917

**E. D. ETNYRE & CO., Oregon, Illinois 61061-9778**

1333 South Daysville Road • Phone 815/732-2116

Fax: Main Office 815-732-4277, Sales & Service 815-732-7400

Web Site: [www.etnyre.com](http://www.etnyre.com) • Email: [sales@etnyre.com](mailto:sales@etnyre.com)

March 23, 2006

A.G. Body, Inc.  
1220 S. Legacy View St.  
Salt Lake City, UT 84104

Attn: John LeRoy

John,

In reference to our discussion about the recent increase in our prices I thought I would offer you the attached information.

Both bulk steel and aluminum have hit new highs in the last year and all the components we purchase have followed with price increases having an impact on our costs.

Hope this is helpful.

Yours very truly,

Donald R. Etnyre  
Sales Manager

Enclosure

cc: Dennis Muse

## E.D. Etnyre & Company

### Inter-Office Memo

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**From:** Alan Gutfrucht

**Date:** 01/18/2005

**To:** Tom Brown

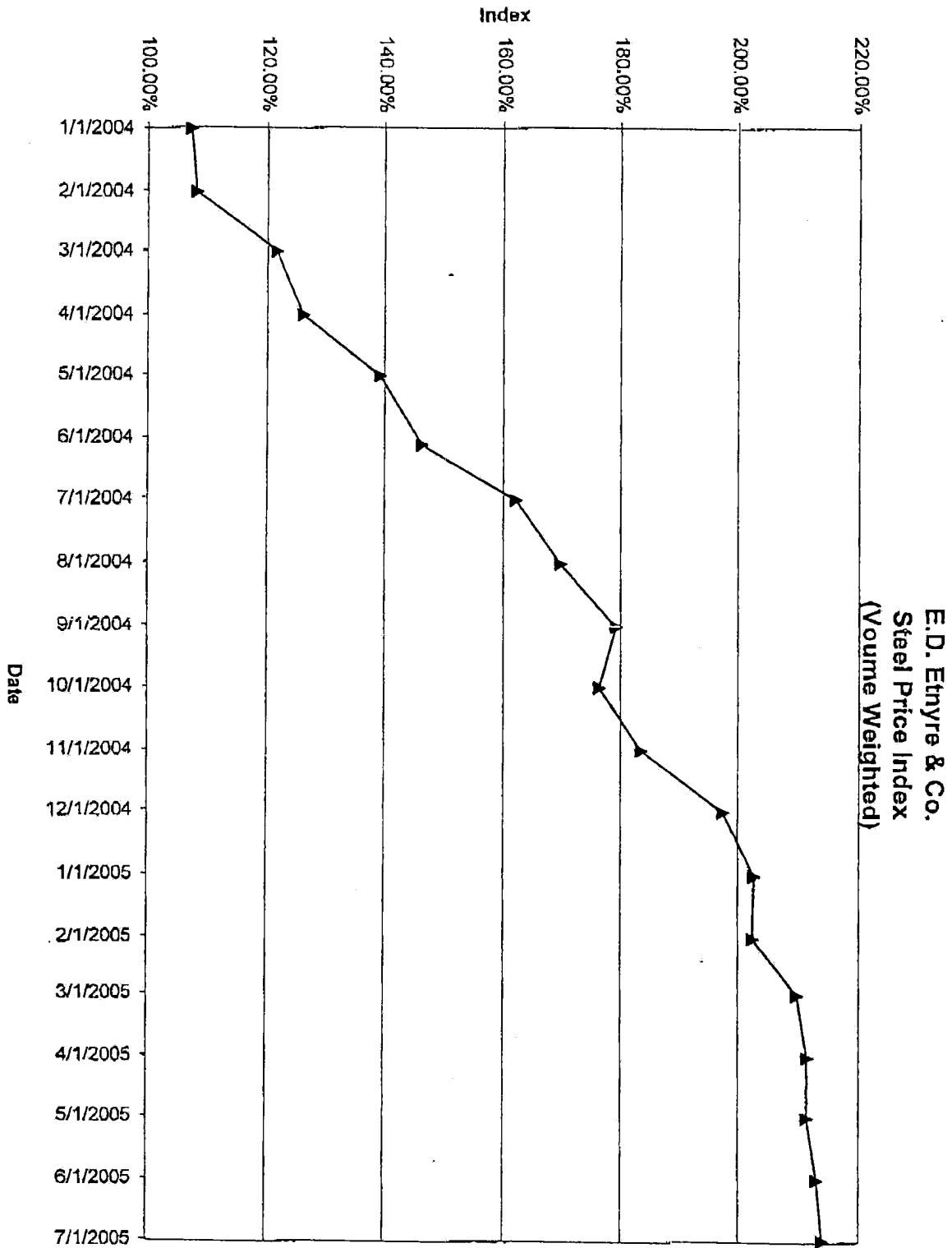
**Subject:** Shortages

The first half of 2005 will be every bit as difficult as anything we had experienced in 2004. The materials crisis has widened to include steel, aluminum, wood, rubber, petroleum and other raw materials. Any products containing these components are dramatically affected. *Lead times have pushed out further* on most purchased components. Worldwide steel demand remains high but prices seemed to have approached their crest. Steel supplies have trended towards an equilibrium of sustained high prices and are likely to stay there throughout 2005. Aluminum is out to six months in quoted lead-time and prices also continue to rise. Many products are being allocated to key customers only. Those without past relationships are being turned away.

- Steel scrap prices eased off a bit in Q2 '04 fooling some people into thinking the steel crisis was easing. Scrap prices then pushed right back up to an all-time record high. Current scrap prices are more than doubled from Q1 '04.
- There has been some relaxation in the availability of steel in the marketplace as prices have come up to meet demand. Prices are expected to remain at a high level throughout 2005. The current price for our major grades of plate and sheet steel has doubled from what we paid only twelve months ago.
- Hydraulic motors and pumps are out to as much as ten months lead-time for new orders. Availability is tight and prices have increased 10 to 20 percent on most items.
- The second half of 2004 saw many vendors establish steep surcharge policies. Typical surcharges run 10 to 20 percent of purchase price. Some are as high as 40 percent – depending upon steel content. Many vendors are now starting to roll their surcharges into permanent price increases. This activity is increasing as we enter 2005.
- Transportation charges are up and the industry is operating at effective capacity. LTL shipments are at a peak and trailer utilization nationwide is approaching 90 percent. Ocean bound freight faces an even tighter situation and imports are being delayed up to eight additional weeks because of backlogs.
- Problems in tire availability have been quietly building over the past few months. Allocations have suddenly been announced and many customers are not getting their previous allotments. Manufacturers cannot keep up with the demand and it is expected that prices will start to push up in the first half of 2005.

My conclusion is that the first half of 2005 will be an even more difficult period in both price and availability of our key materials. Many major economies continue to expand at a brisk pace putting pressure on demand. We will see a continuation of the price increases and shortages that were prevalent through the last half of 2004.

**Cc:** Don Etnyre  
Bob Treinen



# E.D. Etnyre & Company

## Inter-Office Memo

XC  
TO: DON  
ETNYRE

**From:** Alan Gutfucht

**Date:** 06/23/2004

**To:** Tom Brown

**Subject:** Shortages

Lead times on purchased components continue to get pushed out as the economy improves and business activity picks up. The hardest hit sectors are raw materials and components containing steel, aluminum, brass and other metals. The increased worldwide demand for metals has created tremendous shortages that have pushed up prices to unprecedented levels – and still shows no sign of letting up.

- Our major metals supplier has experienced tonnage allocations from the steel mills that are only fifty percent of what they requested and need to service their customers.
- Orders are running very late. Our steel vendor is waiting for some of their orders to arrive that were due last March.
- Lead-times on steel purchases are being pushed out to four months or more. Lead-times on aluminum purchases are as far out as six months for some of our major plate items.
- We are experiencing allocations in our aluminum purchases that are forty percent less than what we requested and the orders are being closed as 'complete' at the mills.
- Mill prices for steel are fifty percent to one hundred percent higher from just six months ago.
- Suspensions, axles, wheels and other major steel components have gone from four weeks to ten weeks (and more) in quoted lead-time. Almost all of these types of components now carry steel surcharges that average from three to fifteen percent.
- Complex steel components like hydraulics and hydrostatics have expanded lead-times. Chipspreader hydrostatic drive components have been pushed out to thirty-two weeks.
- This situation is affecting hundreds of other 'lesser' components such as fittings, wire, wire harnesses, hinges, castings, piping, brackets and others.

We have long been forecasting our steel, aluminum and some other major components out for twelve months. This forecast and the resulting material in the pipeline have carried us through successfully to this point. However, allocated mill orders are starting to worry us, as steel gets increasingly scarce.

My conclusion is that the remainder of the season will get worse before we see an improvement. We will continue to try and lay in inventory where can. Continued shortages will result in increasing substitutions and changes. Schedule changes should be kept to a minimum and the materials department should be consulted before making unusual short lead-time promises on units.

Cc: Bob Treinen



E. D. ETNYRE & CO  
1333 South Daysville Road  
Oregon, IL 61061-9778  
Phone: 815-732-2116 Fax: 815-732-7400

July 9, 2004

TO: ALL ETNYRE DEALERS  
ATTN: SALES  
FROM: DON ETNYRE  
SUBJECT: PRICE SURCHARGE ON ETNYRE PRODUCTS

Due to the recent price increases for all steel raw materials, we are forced to announce a surcharge on new orders received after 7-19-04.

As a result of increased demand for steel, a shortage of domestic producers, stockpiling by some users, and an increase in the price for scrap steel, the price for virtually all steel products has increased dramatically in the last two months.

**A 3% SURCHARGE ON THE NET PRICE, BEFORE FREIGHT, TAXES OR ANY SPECIAL DISCOUNTS, IS EFFECTIVE UNTIL FURTHER NOTICE ON ANY DISTRIBUTOR, CHIPSPEADER, MAINTENANCE UNIT, FLUSHER OR STORAGE TANK ORDERS ACCEPTED BY ETNYRE AFTER 7-19-04.**

The impact of increased steel costs is not unique to the Etnyre company. We expect that industry prices for all finished products with significant steel content will also increase. Many of our competitors have already made similar price adjustments.

We hope to suspend this as soon as possible, but future steel prices will determine any changes. If you have any questions or concerns please contact Etnyre Sales Department.

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**FREIGHTLINER**  
LLC  
A DaimlerChrysler Company

August 6, 2004

Roger M. Nielsen  
Chief Operating Officer

Freightliner LLC  
4747 N. Channel Avenue  
Portland, OR 97217-7699  
503.745.6173 Phone  
503.745.8182 Fax  
RogerNielsen@Freightliner.com

To: All Western Star, Sterling, and Freightliner Dealers

Subject: Component Allocations and Shortages

The rapid increase in production rates across all medium and heavy duty truck OEM's has put severe pressure on many truck component suppliers. The industry is suffering from a number of problems including availability of adequate quantities of raw material, machining capacity, casting capacity, and in particular, heavy-duty bearings for all applications.

The Freightliner Group is devoting every resource necessary to correct this situation and, with the DaimlerChrysler Global Procurement and Supply organization, we have begun implementing measures to break through the existing bottlenecks. We are making every attempt to mitigate any future potential shortfalls, but the uncertainty in the raw material marketplace is complicating our ability to anticipate the shortages.

The Freightliner Group's production plans remain as scheduled, including the second shift startup at the Portland TMP as well as the continued rampups in St. Thomas, Cleveland, Mt. Holly and Santiago. However, we anticipate that the vehicle build sequences will change and some vehicles will be parked in Offline longer than desired due to shortages of various components. We realize that the uncertainty in the subsequent delivery schedules will be extremely frustrating for you and your customers, but we will make every attempt to work through this difficult situation with minimal interruptions and delays.

In order to provide you further insight into the component shortages, the attached page provides descriptions of the current problems, the reported root causes, and advice on how you and your customers may assist us in further mitigating the problems. Please feel free to share this information with your customers.

Between now and then, we ask for your understanding and patience as we periodically rebalance our production schedules in response to these supply shortages. Please understand that many of the shortages will require quick and often drastic actions to ensure production continuity and quality in our plants.

We sincerely appreciate your support and patience as we aggressively move to meet our growing demand as well as maintain quality and predictable delivery of our products.

Best regards,  
FREIGHTLINER LLC



Roger Nielsen  
Chief Operating Officer